

## Message Text

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14

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

STR-04 /025 W

----- 126281

R 231500Z JAN 76

FM AMEMBASSY NOUAKCHOTT

TO SECSTATE WASHDC 4999

UNCLAS NOUAKCHOTT 0164

E.O. 11652: N/A

TAGS: BPRO MR

SUBJECT: MAURITANIAN DESIRES TO REPRESENT AMERICAN OFFICE MACHINE  
CO.

1. BOUDDAH OULD BOUNENNA, REPRESENTING SOCIETE MAURITANIENNE DE MECANOGRAPHIE, VISITED EMBASSY RECENTLY AND ADVISED COMMERCIAL OFFICER OF HIS COMPANY'S INTEREST IN BEING LOCAL REPRESENTATIVE OF AMERICAN FIRM WHICH SELLS OFFICE MACHINES. OULD BOUNENNA EXPRESSED PARTICULAR INTEREST IN COMPANIES WHICH HAVE CAPABILITY TO EXPORT TYPEWRITERS, PHOTOCOPY MACHINES, AND ADDING MACHINES TO MAURITANIA. HE SAID THAT HIS COMPANY WAS ALREADY CORRESPONDING WITH WESTERN GRAPHICS INTERNATIONAL INC ON THE MATTER, AND REQUESTED THE EMBASSY ASSIST HIM BY PUTTING HIM IN CONTACT WITH OTHER AMERICAN FIRMS WHICH MIGHT BE INTERESTED IN SELLING ABOVE ITEMS IN MAURITANIA.

2. LONG-TIME MAURITANIAN EMPLOYEE AT EMBASSY STATES HE KNOWS BOUNENNA PERSONALLY AND REGARDS HIM AS SERIOUS BUSINESSMAN. SAME EMPLOYEE DOUBTS, HOWEVER, THAT BOUNENNA COULD SELL AMERICAN MANUFACTURED OFFICE EQUIPMENT AT PRICES COMPETITIVE WITH FRENCH PRODUCTS ON LOCAL MARKET.

3. BOUNENNA STATES HE IS PLANNING TO VISIT NEW YORK AND WASHINGTON SOMETIME IN EARLY FEB., AND WOULD LIKE TO DISCUSS POSSIBILITY OF SIGNING CONTRACT WITH AMERICAN FIRM(S) DURING HIS STAY. REQUEST ON PRIORITY BASIS NAMES AND TELEPHONE NUMBERS OF APPROPRIATE BUSINESSMEN WITH WHOM BOUNENNA CAN FURTHER DISCUSS HIS DESIRE TO ESTABLISH DEALERSHIP FOR AMERICAN

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THEIR DISCUSS HIS DESIRE TO ESTABLISH DEALERSHIP FOR AMERICAN

FIRM IN NOUAKCHOTT. TO BEST OUR KNOWLEDGE, BOUNENNA SPEAKS  
FRENCH AND ARABIC ONLY.HANDYSIDE

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## Message Attributes

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